

International Law Section of the State Bar of California

Reducing Payment Risk in International Transactions: How to Make Sure Your Client (and You) Get Paid

The Olympic Collection
11301 Olympic Boulevard, Suite 204
Los Angeles, CA 90064
November 5, 2002

When a buyer is located in an emerging market, the financing challenges and risk factors of a transaction multiply. This program of leading authorities and experienced practitioners will provide invaluable advice on how to reduce the credit risks of sales to such buyers while creating financing terms that encourage sales.

4 Hours MCLE Credit plus 1 Hour self study tape on Elimination of Bias

8:00 a.m. Registration and Welcome, *Susan Liebeler, Lexpert Research Services, Program Chair*

8:30-9:30 International Credit Risk Assessment

An overview of political and commercial risks in international transactions and the various tools and sources of information available to determine the creditworthiness of a foreign party and the creditworthiness of the foreign party's home country. *Steven DeLateur, Law Offices of Steven DeLateur and former Loan Officer EXIM Bank; Donal Hanley, Director Legal, Tombo Aviation; Gary Mendell, President, Meridian Finance.*

9:30-10:30 Government and Private Risk Reduction Programs

Credit insurance and guarantees from the Export-Import Bank, commercial insurance companies and other sources. *Steven DeLateur, Law Offices of Steven DeLateur; Gary Mendell (Meridian Finance).*

10:30-11:30 Using Letters of Credit to Reduce Payment Risk

A primer on letter of credit law, including an explanation of how a seller of goods in an international transaction can use a commercial letter of credit in order to (i) verify the financial capacity of the buyer, (ii) support the payment of the selling price with the direct obligation of a bank to pay the seller against the presentation of documents and (iii) help finance the buyer's payment for the goods. *Gerald T. McLaughlin, Dean Emeritus and Professor, Loyola Law School; Paul S. Turner, co-author Standby and Commercial Letters of Credit (Aspen Law Publishers) and consultant on banking and commercial legal matters.*

11:30-12:00 The Foreign Corrupt Practices Act: Using and Paying Foreign Sales Agents and Making Sure Your Client Doesn't Go to Jail *John Liebman and Thomas M. Abbott, McKenna Long & Aldridge LLP.*

12:00-12:30 International Insolvency Issues: What to Do When the Foreign Party Becomes Insolvent. *Arnold Quittner, Pachulski, Stang, Ziehl, Young & Jones.*

REGISTRATION FORM

Reducing Payment Risk in International Transactions: How to make Sure Your Client (and You) Get Paid

November 5, 2002 - The Olympic Collection, 11301 Olympic Blvd., Los Angeles

(The Olympic Collection Conference Center is in West Los Angeles at the intersection of
the Santa Monica and San Diego Freeways.)

Note: One registrant per form. Photocopies may be used.

Name: _____

Bar Number: _____

Firm: _____

Address: _____

City, State, Zip: _____

Phone: _____ Fax: _____

E-mail Address: _____

Registration Fee:

International Law Section Members	\$90
Non-Section Members	\$95
Students	\$50

Amount Enclosed /To Be Charged\$_____

**Your form and check, payable to The State Bar of California, or credit card
information, must be received by Monday, October 28, 2002. On site registration is
limited and subject to availability.**

Credit Card Information (VISA/MASTERCARD ONLY)

I authorize the State Bar of California to charge my program registration to my
Visa/MasterCard account. (No other credit card will be accepted.)

Account Number _____ Exp. Date _____

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REGISTRATION INFORMATION:

DEADLINE

In order to pre-register, your form and check, payable to the State Bar of California, or credit card information **MUST BE RECEIVED BY 10/28/02.**

MAIL TO

Program Registrations, State Bar of California, 180 Howard St., San Francisco, CA 94105

Or

FAX TO

Program Registrations at 415.538.2368. In order to fax your registration, credit card information is MANDATORY. (VISA or MASTERCARD only)

CANCELLATIONS/REFUNDS

Cancellations and requests for refunds must be received in writing by October 28, 2002. Substitute registrants are allowed but must register in their own name at the meeting to receive MCLE credit.

ON-SITE REGISTRATION is limited and subject to availability. Please register in advance.

NO CONFIRMATION LETTER will be sent. You must check in at the Registration Desk before the program.

SPECIAL ASSISTANCE

For special assistance please call 415.538.2468; for TDD speech and hearing impaired, please call 415.538.2231.

QUESTIONS

For registration information please call 415.538.2508. For information regarding the program please call 415.538.2380.

AUDIO CASSETTES

Cassettes will be available for purchase after the program by calling the Versa-Tape Company at 800.468.2737.

The State Bar of California Section Education & Meeting Services is a State Bar of California approved provider.